



1H 2024 Results Conference Call

AUGUST 2ND, 2024

H1 2024 & Q2 2024 Results



Q2 2024 Results, €m

| | | | |
|---|--|--|---|
| REVENUES €133.3 -7.1% | GOM €56.7 42.6% (+0.6 pp) | Adj. EBITDA €13.3 10.0% (-2.9 pp) | NET RESULT €3.2 2.4% (-3.8 pp) |
|---|--|--|---|

H1 2024 Results, €m

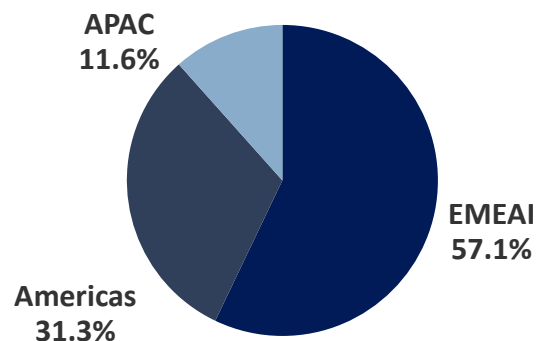
| | | | |
|--|--|---|---|
| REVENUES €244.6 -15.3% | GOM €99.5 40.7% (-0.7 pp) | Adj. EBITDA €15.5 6.3% (-4.6 pp) | NET RESULT €9.3 3.8% (-0.4 pp) |
|--|--|---|---|

Net Debt at €11.8M

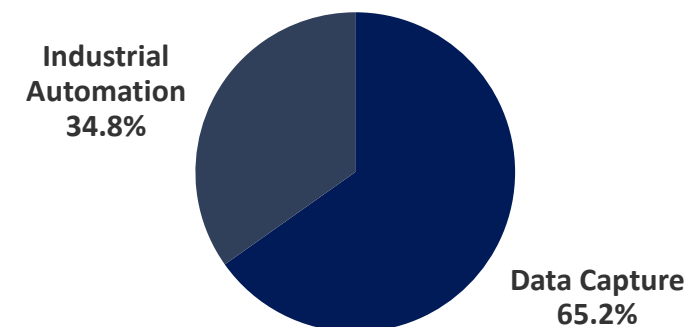
Group Revenues by Geography and Market Segment

| €m | EMEAI | | | AMERICAS | | | APAC | | | Total Datalogic | | |
|------------------------|--------------|-------------------|----------------|-------------|-------------------|---------------|-------------|-------------------|----------------|-----------------|-------------------|----------------|
| | H1 2024 | H1 2023 restated* | Var % | H1 2024 | H1 2023 restated* | Var % | H1 2024 | H1 2023 restated* | Var % | H1 2024 | H1 2023 restated* | Var % |
| Data Capture | 82.8 | 101.1 | (18.0%) | 59.5 | 57.3 | 3.9% | 17.2 | 19.5 | (12.1%) | 159.5 | 177.9 | (10.3%) |
| Industrial Automation | 56.9 | 62.5 | (9.0%) | 16.9 | 25.8 | (34.3%) | 11.3 | 22.8 | (50.4%) | 85.1 | 111.0 | (23.4%) |
| Total Datalogic | 139.7 | 163.5 | (14.6%) | 76.5 | 83.1 | (8.0%) | 28.5 | 42.3 | (32.7%) | 244.6 | 288.9 | (15.3%) |

% on Datalogic Revenues



% on Datalogic Revenues



* Restatement with some commercial costs reclassified from S&D expenses to Revenues reduction

New Products Launches and Innovation

Mobile



MEMOR 30/35 FAMILY

Memor 30/35 Family

Fixed Retail Scanner



MAGELLAN™ 900i

Stationary Industrial Scanner



MATRIX 220™

- ➊ R&D cash out at 13.2%, +2.5 bps vs H1 2023 (10.6%). Investments in R&D continue in line with our plan to launch new products. Launched in Q2 2024 the first models of the new generation of Datalogic PDA mobile computers, the industrial fixed readers equipped with machine learning and AI, and new models of imaging presentation scanner offering

H1 2024 P&L

| € m | H1 2024 | H1 2023 restated* | Var % |
|--------------------------------------|---------------|-------------------|----------------|
| Revenues | 244.6 | 288.9 | (15.3%) |
| Gross Margin | 99.5 | 119.6 | |
| % on Revenues | 40.7% | 41.4% | -0.7 pp |
| Operating expenses | (99.4) | (104.1) | |
| % on Revenues | (40.6%) | (36.0%) | -4.6 pp |
| Adjusted EBITDA | 15.5 | 31.5 | |
| % Adj. Ebitda margin | 6.3% | 10.9% | -4.6 pp |
| Adjusted EBIT | 0.1 | 15.5 | |
| % Adj. Ebit margin | 0.0% | 5.4% | -5.3 pp |
| EBIT | (4.0) | 11.2 | |
| % Ebit margin | (1.6%) | 3.9% | -5.5 pp |
| Net Result from operations | 10.5 | 11.0 | |
| % on Revenues | 4.3% | 3.8% | +0.5 pp |
| Results from discontinued operations | (1.2) | 1.1 | |

- **Gross Margin at 40.7% (-0.7 pp YoY)** affected by volumes contraction and negative price/mix, partially offset by positive productivity
- **Operating expenses at €99.4m**, down versus last year whilst preserving substantial investments in R&D and being disciplined with the cost base
- **Adj. EBITDA margin at 6.3% (-4.6 pp YoY)**, due to highly negative volume impact on operating expenses
- **Net Result from continuous operations at €10.5m** thanks to the proceeds from the sale of 100% stake in Informatics Holdings, Inc.

* Restatement with (i) some commercial costs reclassified from S&D expenses to Revenues reduction and (ii) without INFX results – INFX Net Income reported as «Net Result from discontinued operations»

EBITDA Adj: actual vs last year

€ m



Net Debt & Cash Flow Analysis : Dec'23 – Jun'24

€ m



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NEXT EVENTS

October 09, 2024

Italian Excellences 2024 – Intesa Sanpaolo

November 07, 2024

9M 2024 Results

DATALOGIC ON LINE

www.datalogic.com

THANK YOU

This presentation contains statements that are neither reported financial results nor other historical information. These statements are forward-looking statements. These forward-looking statements rely on a number of assumptions and are subject to a number of risks and uncertainties, many of which are outside the control of Datalogic S.p.A., that could cause actual results to differ materially from those expressed in or implied by such statements, such as future market conditions, currency fluctuations, the behavior of other market participants and the actions of governmental and state regulators

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